

FREE DRINKS ARE MAKING CONVERTS

An Indication of World Interest in Vitalitas May Now Be Seen in Oklahoma City.

Vitalitas, the famous new beverage, is being sold in Oklahoma City... It is the only beverage that has been shown to be beneficial to the human system...

OVERALLS FOR HOUSEWIVES? WHY NOT?



Mrs. E. W. Davidson

"Now if transverse houses in the near future by the housewife and I am inclined for dancing, who would not like to see her in a pair of overalls like those used by Mrs. E. W. Davidson of Okla. I think every woman Mrs. E. W. Davidson of Okla. I think every woman should work to try them."

HUERTA'S FATE TO GRAND JURY

It Is Believed He Will Be Held to Trial on Conspiracy Charge

SAN ANTONIO, Tex., Dec. 31.—(Special Telegram.)—Huerta will be brought here for trial on charges of conspiring to overthrow the government of the United States, grand jury in session here.

Neglected Port in Fair Way to Become Famous

Medua, the Gateway to Northern Albania, Will Soon Blossom Under Undreamed of Rush of Business Brought by Accident of War

WASHINGTON, D. C., Dec. 31.—(Special Telegram.)—Medua, the gateway to northern Albania, is a port of call for a number of the world's great liners...

This begins a primer on war geography issued today by the National Geographic Society, which describes the strategic importance of northern Albania and Montenegro, a port which, in view of its position, may soon be used as a base for the most direct line of communication with the Montenegrin and Serbian fronts.

Despite its unimpressive appearance, Medua has been coveted by Serbia and Montenegro, both of which countries depended on it as a prize won in the war of the Balkan League. The port lies at the head of a wide bay formed by the estuary of the River Drin.

WOMEN WHO LEAD THE WAY BY MARIE DILLE

Diana Hirschler, Founder Of The Science Of Salesmanship.

No bored saleswoman yawns behind her hand and says, "How many yards please," in the store where Diana Hirschler has worked, for she has created a new science, that of salesmanship.

Department store salesmanship is the particular branch upon which she has centered her attention, making it somewhat more than a profession and almost an art.

When this stage had been reached Miss Hirschler sat about remedying the condition. She sought to establish a standard of salesmanship. To this end she obtained the permission of those in authority to open free lecture courses in salesmanship.

She began her work with talks on the value of personal appearance and cheerfulness and emphasized the necessity of adaptability. In time she taught them to designate between the artistic customer who had no thought as to price where the beauty of the fabric was considered and the one who chose by durability.

The pupils under her direction learned the difference between the woman whose decision could be swung by a suggestion and the one who would resent it as a reflection upon her judgment.

Miss Hirschler impressed upon the young women who came under her instruction the necessity of learning salesmanship as if it were to be a life work. She was an successful in her venture that her theories proved facts and in the wake of more efficient sales ability a rise in wage scale came.

Department stores all over the country became familiar with the name of Diana Hirschler and her services were in immediate demand. She organized classes in Cleveland, O.; in Pittsburgh, Pa.; Kansas City, Mo.; Seattle, Portland, Me., and Portland, Ore.

For thirteen years she has been reckoned as a factor in the reform of economic conditions. In each store that she has left an assistant has remained to carry on her work. It is now her aim to leave the art of salesmanship in every department store in the United States where the clerk is now only an under efficient, under paid "shop girl."

MARIE DILLE.

Advertisement for J.W. Jenkins Sons Music Co. featuring a piano and the text: "Let the Christmas Check Bring Into Your Life a New and Enduring Happiness?"

Large advertisement for The STROUD PIANOLA, "ONE OF THE SIX MODELS OF THE FAMOUS PIANOLA". Price: \$25 down, balance \$525 on convenient monthly terms.

CAMPAIGN IN EGYPT SIMPLE Would Be No More Difficult Than Other Invasions That Germany Has Executed FALSE IDEAS PREVAIL One Is That Desert Would Stop Troops — "Sandy Waste" Is a Myth

CONSTANTINOPLE, Dec. 31.—A campaign of Turkish and German forces against the Suez canal and Egypt would not be as difficult an enterprise as the factors involved would seem to indicate, according to the opinion held by military authorities here.

INCENDIARY IS AFTER HOFFMAN CHANDLER, Dec. 31. An unknown incendiary appears to have a special grudge against Col. Roy Hoffman of Oklahoma City, who has considerable property in Lincoln county. A fire burned in his farm near this city has been destroyed by the fire found to be the result of a series of such visitations.

ARDMORE TO OPEN Municipal Night Schools Monday ARDMORE, Okla., Dec. 31.—Municipal high schools to clear illiteracy out of this county and city are to be opened next week in Ardmore, according to announcement of the local school board.

Advertisement for a free offer: "Sister: Read My Free Offer!" featuring a portrait of a woman and text about a health treatment.